



News from the Frontier of Innovation

November, 2000

Monthly Activity Report from the Loudoun County Department of Economic Development

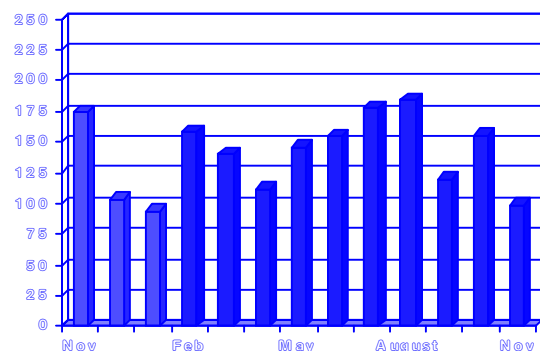
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New Prospect Activity:

Prospect activity for the month of November:

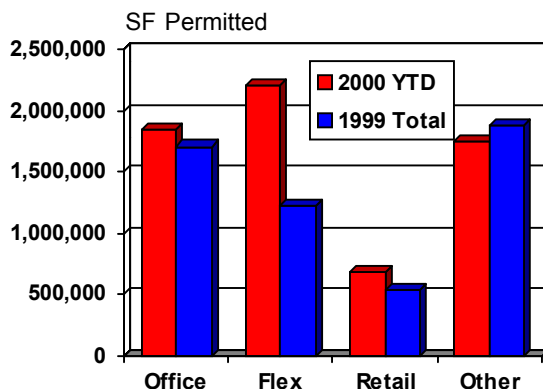
- @ Received 21 requests for General Information
- @ Delivered 25 Marketing Packages
- @ Delivered 2 Presentations
- @ Worked with 2 New and 59 On-Going Prospects
- @ Distributed 20,000 "Christmas in the Loudoun Valleys 2000" Brochures
- @ Issued one Open Door Certificate

Total Prospect Activity
November 1999 - November 2000



New Construction Activity

Nonresidential Construction
1999 Total and 2000 YTD October



So far this year, the County has permitted 6,485,999 square feet of nonresidential construction. The value of new buildings (\$298,820,012) and alterations (\$35,725,708) equaled over \$334 million.

~ Office - 74,220 SF in October (0 SF in September)

! Flex/Industrial - 175,415 SF in October (217,000 SF in September)

~ Retail - 311,844 SF in October (157,473 SF in September)

! Other - 183,161 SF in October (86,731 SF in September)

~ Taxable - 569,015 SF in October (374,761 SF in September)

! Route 28 - 553,033 SF in October (326,370 SF in September)

Announcements:

New Business



Verio (www.verio.com) opened its new 80,000 square foot data center in Dulles in September. This new center will allow the Colorado-based company to complement its full range of business Internet services. The Dulles data center employs a staff of 60, and also houses shared and dedicated web hosting services.

Conducent, Inc. (www.conducent.com) has opened a 6,000 square foot branch operation at Sterling Park Business Center. Conducent was founded in 1966 and is the first company to integrate interactive content and advertising in software; offering both the technology and the marketing staff to make it happen. The Sterling office employs a staff of 15.

Existing Business

McKenzie Snyder, Inc. (www.mckenzie-snyder.com) has opened an office in the professional suites at Ashburn Shopping Plaza. This new Loudoun business offers digital photogrammetric services (the process of making maps or scale drawings from photographs, especially aerial photographs) to surveyors and engineers in the Mid-Atlantic Region and beyond. The three person staff currently works in 1,000 square feet and plans for additional hires.

Freelance Technologies, Inc. (FTI, www.freelancetech.com) has expanded their offices

at 116R Edwards Ferry Road in Leesburg. FTI offers training, technical services, and Internet solutions including Web site designing, consulting, content management, and hosting. Their staff has increased from 3 to 12 persons, and company space has increased from 1,700 to 3,000 square feet.

The Loudoun County Chamber of Commerce 2000 Small Business Awards were held November 16. Winners and finalists for the year are:

Small Business Winner: Patowmack Farm
Finalist: Loudoun Motorsports & Power Equipment
AgriBusiness Winner: Wheatland Vegetable Farm
Finalist: Farmer John's Market & Prosperwell Farm
Entrepreneur Winner: Abernathy & Spencer Greenhouses
Finalist: Fox Lair Vineyards B&B
Home Based Business Winner: The Roseman, Inc.
Finalist: Sarah Huntington Photography
Retail Business Winner: Countryside Cafe and Pizzeria
Finalist: Golden Bee Collectibles/Gallery
Service Business Winner: Images by Jan
Finalist: Miles LeHane Group, Inc.
Technology Business Winner: MAAKI Corporation
Finalist: Freelance Technologies, Inc.



Noteworthy:

The Board of Supervisors has approved the creation of a 21 member **Rural Economic Development Council** to serve as the successor for the Agricultural Advisory Committee. Members will be appointed by the Board to two year terms, and letters of interest are being accepted now through December 15. Please send all questions and expressions of interest to Lou Nichols, Agricultural Development Officer, Department of Economic Development, 1 Harrison Street, SE, 5th Floor, Leesburg, Va, 20175. You may contact Lou by e-mail at loudounag@aol.com, by phone at 703-777-0428, or by fax at 703-771-5363.

Business Ambassador Pam Treadwell attended the fall International Development Research Council Conference in Orlando, Florida November 4 - 8.

Keep that tired old fake Christmas tree packed away! The Department of Economic Development and the Loudoun Valleys Christmas Tree Growers Association "**Christmas in the Loudoun Valleys 2000**" brochure is available now with all the information you need to select your own fresh local tree and seasonal greenery. Pick one up at the Loudoun Visitors Center at Market Station or get information online at www.rural-loudoun.state.va.us.

The accounting, tax, & consulting firm Deloitte & Touche (www.us.deloitte.com) has announced rankings for their **Technology Fast 500**; the 500 fastest growing companies in the United States. McLean-based Primus Telecommunications Group, Inc. was ranked the fastest growing US company, with a 5-year growth rate of 71,257%. Loudoun companies **Vastera, PSINet, Inc., NLX Corporation, America Online, Inc., and Cigital, Inc.** all made the top 500 list.

Good news for hungry workers along the Route 28 corridor: the *Washington Business Journal* reports that **Schlotsky's Deli** has signed a deal to open a new drive-through restaurant at Dulles Town Crossing next spring or summer. This will place the new restaurant near the Wal-Mart and Sam's Club currently under construction.